



UTI

Universal Telecommunications, Inc.

Audra Ferguson
Universal Telecommunications, Inc.
3781 Presidential Pkwy Suite 132
Atlanta, Georgia 30340

07-17-00
Chief Clerk
Illinois Commerce Communication
527 East Capitol Avenue
Post Office Box 19280
Springfield, Illinois 62797-9280

5. Please attach a sheet designating contact persons to work with staff on the following:

- a) issues related to processing this application- Audra Ferguson, chief corporate executive
- b) consumer issues- Audra Ferguson or Astrud Ferguson, Sr Vice president of sales and marketing
- c) consumer complaint resolution- Ruth Peterson, president
- d) technical and service quality issues- Adrian Ferguson, vice president
- e) security/law enforcement- Astrud Ferguson, Sr Vice president of sales and marketing

Mailing address for all contacts: 3781 Presidential Pkwy Ste 132, Atlanta, Ga 30340
Fax number-770936-0014
Phone number- 770-936-8008
e-mail address- egroup1@bellsouth.com

Adrian Ferguson

Objective

Develop an organization that will provide consumers with an affordable alternative to the larger less personable long distance carriers.

Experience

1997-Present Universal Telecommunications Inc. Atlanta, GA
Vice President

- Assisted in the development and implementation of the current business plan, marketing plan, financial system, management system and customer service program.
- Assisted in developing a profitability plan that will meet budgeted growth margins.
- Assisted in negotiating new contracts and all needed certification applications
- Assisted in screening and hiring leading telecommunications industry consultants to assist in the operability of Universal Telecommunications Inc.
- Responsible for insuring company is in accordance with all regulatory issues concerning the telecommunications industry.

1996-Present Bob Wood Realty Norcross, GA
Sales Associate

- Implemented a marketing system that was integral in producing sales that exceeded company expectations by 26%.
- Assisted broker in increasing overall company profits by restructuring contracts.
- Assisted new associates in their training and development.

1995-1996 Genesis Ltd. Decatur, GA
Senior Sales Representative

- Successfully lead efforts in verification department, increasing revenue by 43%.
- Expanded sales to include outbound processing and distribution.
- Effectively increased consumer base through marketing plan developed jointly by the owner of the company and my own personal operations committee.

Military

1989-1995 U.S. Navy

- Participated in the liberation of Kuwait in the Desert Storm Operation.
- Managed classified weapons systems during tenure on board the U.S.S America

Education*** 1989-1991****Advanced Electronics****U.S. Navy***** 1995-1996****Real Estate Licensing****Real Estate Commission, GA****REFERENCES AVAILABLE UPON REQUEST**

Ruth Peterson

Objective

To find a director-level position in the telecommunications industry where I can utilize my system and managerial experience to meet organizational goals and objectives.

Experience

1997-Present Universal Telecommunications Inc. Atlanta, GA

President

- Responsible for the development and implementation of the current business plan, marketing plan, financial system, program management system and customer service program. Establish all company policies and procedures as well as new programs.
- Responsible for developing a profitability plan that will meet budgeted growth margins.
- Responsible for negotiating new contracts and all needed certification applications.
- Responsible for screening and hiring leading telecommunications industry consultants to assist in the operability of Universal Telecommunications Inc.

1995-1997 Fidelity National Bank Tucker, GA

Branch Management Professional

- Exhibited exceptional time, organizational and administrative management abilities.
- Proficiently operated automation systems utilized in a banking environment.
- Implemented training course for new associates — speeding profitability.

1979-1995 Banking Industry Southeast, US

Career Achievements

- Maintained broad-based operational and customer service management responsibilities for the highest transaction branch in the Atlanta region.
- Implemented a comprehensive retraining program that was integral in achieving a substantial reduction of shortages/overages for various financial institutions in Florida and Georgia.
- Implemented and enforced dual controls, maintained G/L accounts and completed branch reporting in a timely and accurate manner.
- Hired, trained, supervised and evaluated staff personnel while serving as Operations Manager.

Professional Experience

- | | | |
|-------------------------|--------------------------|-----------------------|
| ▪ Bank South | Decatur, GA | 1990-1995 |
| ▪ Barnett Bank | Orlando & Fort Myers, FL | 1977-1978 & 1985-1990 |
| ▪ Florida National Bank | Orlando, FL | 1982-1985 |
| ▪ Southeast Bank | Orlando, FL | 1979-1982 |

Education

- | | |
|----------------------------|----------------|
| ▪ Morris Brown College | Atlanta, GA |
| ▪ Edison Community College | Fort Myers, FL |

References

Available upon request

UNIVERSAL TELECOMMUNICATIONS, INC.

Balance Sheet

May 31, 2000

ASSETS

Current Assets		
Regular Checking Account	\$	599,878.29
Accounts Receivable		<u>131,939.00</u>
Total Current Assets		731,817.29
Property and Equipment		
Equipment		47,235.00
Accum. Depreciation-Equipment		<u><24,292.38></u>
Total Property and Equipment		22,942.62
Other Assets		
Total Other Assets		<u>0.00</u>
Total Assets	\$	<u><u>754,759.91</u></u>

LIABILITIES AND CAPITAL

Current Liabilities		
Accounts Payable	\$	20,980.00
Accounts Payable- Mei Workcom		<u>35,513.30</u>
Total Current Liabilities		56,493.30
Long-Term Liabilities		
Total Long-Term Liabilities		<u>0.00</u>
Total Liabilities		56,493.30
Capital		
Common Stock		10,000.00
Retained Earnings		494,966.47
Net Income		<u>193,300.14</u>
Total Capital		<u>698,266.61</u>
Total Liabilities & Capital	\$	<u><u>754,759.91</u></u>

Unaudited - For Management Purposes Only

UNIVERSAL TELECOMMUNICATIONS, INC.
Income Statement
For the Five Months Ending May 31, 2000

	Current Month		Year to Date	
Revenues				
Sales	\$ 666,363.47	72.41	\$ 666,363.47	72.41
800 Service fees	172,347.48	18.73	172,347.48	18.73
Hold Fee Refund	81,519.98	8.86	81,519.98	8.86
Other Income	0.00	0.00	0.00	0.00
Finance Charge Income	0.00	0.00	0.00	0.00
Shipping Charges Reimbursed	0.00	0.00	0.00	0.00
Fee Refunds	0.00	0.00	0.00	0.00
Fee Discounts	0.00	0.00	0.00	0.00
Total Revenues	<u>920,230.93</u>	100.00	<u>920,230.93</u>	100.00
Cost of Sales				
Cost of Service	476,672.08	51.80	476,672.08	51.80
Hold reserve/Fee Billing	65,832.66	7.15	65,832.66	7.15
Total Cost of Sales	<u>542,504.74</u>	58.95	<u>542,504.74</u>	58.95
Gross Profit	<u>377,726.19</u>	41.05	<u>377,726.19</u>	41.05
Expenses				
Advertising Expense	1,326.50	0.14	1,326.50	0.14
Amortization Expense	0.00	0.00	0.00	0.00
Auto Expenses	1,866.50	0.20	1,866.50	0.20
Bad Debt Expense	0.00	0.00	0.00	0.00
Bank Charges	0.00	0.00	0.00	0.00
Cash Over and Short	0.00	0.00	0.00	0.00
Charitable Contributions Exp	0.00	0.00	0.00	0.00
Commissions and Fees Exp	0.00	0.00	0.00	0.00
Depreciation Expense	5,398.32	0.59	5,398.32	0.59
Dues and Subscriptions Exp	0.00	0.00	0.00	0.00
Employee Benefit Programs Exp	0.00	0.00	0.00	0.00
Freight Expense	0.00	0.00	0.00	0.00
Gifts Expense	0.00	0.00	0.00	0.00
Income Tax Expense	0.00	0.00	0.00	0.00
Insurance Expense	3,808.23	0.41	3,808.23	0.41
Interest Expense	2,168.00	0.24	2,168.00	0.24
Laundry and Cleaning Exp	0.00	0.00	0.00	0.00
Legal and Professional Expense	2,066.93	0.22	2,066.93	0.22
Taxes & Licenses	2,519.21	0.27	2,519.21	0.27
MCI Worldcom	66,408.06	7.22	66,408.06	7.22
Miscellaneous	1,821.38	0.20	1,821.38	0.20
Meals and Entertainment Exp	0.00	0.00	0.00	0.00
Supplies Office	7,236.62	0.79	7,236.62	0.79
Other Taxes	0.00	0.00	0.00	0.00
Payroll Tax Expense	15,504.32	1.68	15,504.32	1.68
Penalties and Fines Exp	0.00	0.00	0.00	0.00
Pension/Profit-Sharing Plan Ex	0.00	0.00	0.00	0.00
Postage Expense	0.00	0.00	0.00	0.00
Rent or Lease Expense	10,708.00	1.16	10,708.00	1.16
Repairs Expense	0.00	0.00	0.00	0.00
Salaries Expense	44,840.00	4.87	44,840.00	4.87
Supplies Expense	0.00	0.00	0.00	0.00
Telephone Expense	18,753.98	2.04	18,753.98	2.04
Travel Expense	0.00	0.00	0.00	0.00
Utilities Expense	0.00	0.00	0.00	0.00

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For the Five Months Ending May 31, 2000

	Current Month		Year to Date	
Wages Expense	0.00	0.00	0.00	0.00
Other Expense	0.00	0.00	0.00	0.00
Purchase Disc- Expense Items	0.00	0.00	0.00	0.00
Gain/Loss on Sale of Assets	0.00	0.00	0.00	0.00
Total Expenses	<u>184,426.05</u>	20.04	<u>184,426.05</u>	20.04
Net Income	\$ <u>193,300.14</u>	21.01	\$ <u>193,300.14</u>	21.01

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